

ABSTRACT OF THE DISCLOSURE

[64] Certain embodiments of the invention may be found in a method and system for processing sales process related information to create a sales process. In an embodiment of the invention, the processing of sales process information may include acquiring sales process information from at least one of a plurality of information resources and creating a historical information store using the acquired sales process information. Accordingly, rules may be created based on the acquired sales process information in the historical information store and a resultant sales process may be generated based on at least a portion of the created rules.